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Message Text

CONFIDENTIAL

PAGE 01 CAIRO 11830 021506Z

71
ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W
---------- 086377
R 021341Z SEP 76
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 6675

C O N F I D E N T I A L CAIRO 11830

EXDIS

EO 11652: GDS
TAGS: PFOR, EINV, EG, US
SUBJ: FORD

REF STATE 210920,

1. FREDERICKS IS HERE AND BRIEFED US ON THE PUPROSE OF HIS MISSION. I GAVE HIM SOME SUGGESTIONS ON HOW TO PROCEED AND ARRANGED THAT HE MEET WITH PRIMIN MAMDUH SALEM, FAHMY AND SHAFEI.

2. IN TALK WITH PRIMIN TODAY, I TOLD HIM WHY I HAD ASKED THAT HE MEET WITH FREDERICKS. FOLLOWING RECENT INCONCLUSIVE NEGOTIATIONS, FORD MANAGEMENT IS UNCERTAIN ABOUT GOE INTENTIONS RE FORD PROJECT. FORD REMAINS INTERESTED, BUT WONDERS WHETHER ARRANGEMENTS CAN BE WORKED OUT THAT WILL ENABLE IT TO MAKE THE OPERATION PAY. I HAD, THEREFORE, SUGGESTED FREDERICKS COME ON AN EXPLORATORY MISSION TO SPEAK WITH HIM, FAHMY AND SHAFEI ABOUT FORD'S ESSENTIAL REQUIREMENTS TO MAKE THE PROJECT WORK. AT THE SAME TIME, FREDERICKS COULD LEARN THE PARAMETERS IN WHICH GOE MUST WORK. I REMINDED PRIMIN THAT USG BELIEVES THAT ONE OR TWO BIG AMERICAN COMPANIES, SUCH AS FORD AND GOODYEAR, COMING INTO EGYPT SHOULD HAVE A CATALYTIC EFFECT IN ENCOURAGING OTHER AMERICAN INVESTMENT.I THOUGHT THAT WAS ALSO THE PRIMIN'S BELIEF. FORD PROJECT IS ECONOMICALLY SOUND AND OFFERS CONSIDERABLE EMPLOYMENT OPPORTUNITIES FOR EGYPTIAN LABOR.

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3. PRIMIN RECALLED HE HAD EARLIER DISCUSSED PROJECT WITH

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VARIOUS VISITING FORD OFFICIALS. GOE IS INTERESTED, BUT CANNOT WAIVE THE LAW. I INTERVENED TO NOTE THAT FORD HAD BEEN GIVEN THE IMPRESSION IN EARLIER TALKSTHAT WAIVER OF SOME ASPECTS OF LAW MIGHT BE POSSIBLE. PRIMIN DID NOT RESPOND TO THAT POINT, BUT SIMPLY REAFFIRMED GOE'S INTEREST IN HAVING FORD COME IN. HE THOUGHT IT SHOULD BE IN FREE ZONE TO OBVIATE LEGAL PROBLEMS. HE SAID HE WOULD BE PLEASED TO EXPLORE ALL ASPECTS WITH FREDERICKS DURING THIS UPCOMING MEETING.

4. FREDERICKS IS COMING IN TO DEBRIEF US LATER TODAY.
EILTS

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